

***Business Proprietary***

OMB No. 3117-0016/USITC No. 02-4-1925; Expiration Date: 7/31/02  
(No response is required if currently valid OMB control number is not displayed)

Lawn and Garden Steel Fence Posts from China  
(Investigation No. 731-TA-1010 (Preliminary))

**CERTIFICATION**

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

\_\_\_\_\_  
Name and Title of Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature of Authorized Official

(    )  
\_\_\_\_\_  
Phone

(    )  
\_\_\_\_\_  
Fax

\_\_\_\_\_  
E-mail address

**FIRM NAME AND ADDRESS**

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The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

**OPERATIONS IN CHINA**

1. Please report production capacity, production, shipments, and inventories of certain lawn and garden fence posts produced by your firm in China on page 5.
2. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of certain lawn and garden fence posts?  
\_\_\_\_\_ Percent

3. Does your firm produce products other than certain lawn and garden fence posts on the same equipment and machinery used in the production of certain lawn and garden fence posts?  
☐ No    ☐ Yes--Please list these product(s) and provide the share of your firm's total net sales (in percent) accounted for by these product(s) in its most recent fiscal year.

<i><b>Product(s)</b></i>	<i><b>Share of sales</b></i>
_____	_____
_____	_____
_____	_____

4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of certain lawn and garden fence posts in China?  
☐ No    ☐ Yes--Please describe those plans, including planned dates and capacity/production quantities involved.

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\_\_\_\_\_

\_\_\_\_\_

**OPERATIONS IN CHINA--Continued**

5. Are the certain lawn and garden fence posts exported by your firm subject to antidumping findings or remedies in any WTO-member countries?

☐ No ☐ Yes--List the products(s), countries affected and the date of such findings/remedies.

<i>Product</i>	<i>Country</i>	<i>Date</i>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**OPERATIONS IN THE UNITED STATES**

1. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's certain lawn and garden fence posts in 2001.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce certain lawn and garden fence posts in the United States?

☐ No ☐ Yes--Please name the firm(s) below and ensure that they complete the Commission's producer questionnaire (contact Fred Ruggles for copies of that questionnaire).

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\_\_\_\_\_  
\_\_\_\_\_

**OPERATIONS IN THE UNITED STATES—Continued**

3. Does your firm or any related firm import or have any plans to import certain lawn and garden fence posts into the United States?

☐ No ☐ Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Fred Ruggles for copies of that questionnaire).

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4. Has your firm maintained any inventories of certain lawn and garden fence posts in the United States (not including inventories held by firms identified in questions 1, 2, or 3 above<sup>1</sup>) since 1999?

☐ No ☐ Yes--Report the quantity (in pounds) of such **end-of-period** inventories below.

<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>March</u> <u>2001</u>	<u>March</u> <u>2002</u>
<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

5. Does your firm sell certain lawn and garden fence posts over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of certain lawn and garden fence posts in 2001 accounted for by internet sales.

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<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

**Production Capacity, Production, Shipments, and Inventories of Certain Lawn and Garden Fence Posts  
Produced by Your Firm in China**

(Quantity in pounds, unless specified)							
Item	Actual experience					Projections	
	1999	2000	2001	January-March		2002	2003
				2001	2002		
<b>Average production capacity<sup>1</sup></b>							
<b>Beginning-of-period inventories<sup>2</sup></b>							
<b>Production<sup>3</sup></b>							
<b>SHIPMENTS:</b>							
<b>Internal consumption/transfers</b>							
<b>Home market sales</b>							
<b>Exports to--</b>							
<b>United States<sup>4</sup>: Quantity</b>							
<b>Value (1,000 dollars)</b>							
<b>All other export markets<sup>5</sup></b>							
<b>Total exports</b>							
<b>Total shipments</b>							
<b>End-of-period inventories</b>							
<p><sup>1</sup> Report the level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix). Please explain any changes in reported capacity:</p> <hr/>							
<p><sup>2</sup> <u>Reconciliation of data</u>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p> <hr/>							
<p><sup>3</sup> Please estimate the percentage of total production of certain lawn and garden fence posts in China accounted for by your firm's production in 2001.</p> <p align="right">_____ Percent</p>							
<p><sup>4</sup> Please estimate the percentage of total exports to the United States of certain lawn and garden fence posts from China accounted for by your firm's exports in 2001.</p> <p align="right">_____ Percent</p>							
<p><sup>5</sup> Identify principal <i>other</i> export markets. _____</p> <hr/>							

The following questions relate to the degree of similarity or the differences between (1) certain lawn and garden fence posts, which are 1.00 pound or less per foot and (2) certain metal posts over 1.00 pound per foot.

Please describe the any similarities and/or differences in the physical characteristics of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

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Please describe the any similarities and/or differences in the uses for (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

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Please describe the degree of interchangeability, if any, between (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot, i.e., are they used in the same or similar applications.

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Please describe the any similarities and/or differences in the channels of distribution for (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

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Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot

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Please explain whether (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot are made in common (i.e., the same or shared) manufacturing facilities, using common production processes, and production employees.

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Please describe the any similarities and/or differences in the prices of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

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